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CONTENTS

	Page
From the European Viewpoint	2
The British Empire's Asbestos Resources	6
Automobile Production	16
Relief—and Politics	18
History Repeats Itself	20
Market Conditions	22
Current Range of Price	23
Contractors and Distributors Page	
The New England Power Building	24
Building	25
Interesting Installations of Corrugated	25
London's Subways	26
Comment and Inquiry	27
Stock Quotations	28
Production Statistics	29
Imports and Exports	30
Asbestos Imports Drop	32
Staging the Sales Conversation	33
News of the Industry	34
Patents	37
This and That	39

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FROM THE EUROPEAN VIEWPOINT

Asbestos Conditions in Europe as Seen by Carl Magnus

One of the most widely known executives in the international asbestos trade, the man who helped found the International Asbestos Syndicate, was a recent visitor to this country. Landing in San Francisco early in May on a four months' world tour, Carl Magnus, who includes among his many activities the publication and editorship of the Gummi-and Asbest-Zeitung (rubber and asbestos journal of Vienna, Austria) spent several weeks in and about New York City. During his New York visit we were fortunate enough to secure an interview with Mr. Magnus.

Mr. Magnus has led an interesting and active life. Born in Hanover, Germany, in 1872, he received his education in the German schools. When still in his teens he entered the employ of the Continental Caoutchouc Compagnie G. M. B. H., in Hanover, which his father had founded in 1872, producing both rubber and asbestos products. For several years he represented that company in various European countries and in 1897 came to America as its agent. He remained in this country for three years and when asked what change he had noticed between his last and his present visit, he instantly replied: "The numberless automobiles" Horseless carriages were a rarity on the occasion of his last stay.

After his return to Europe, Mr. Magnus directed sales for the Luettich, Englebert Fils et Cie, a French subsidiary of the Continental concern. A few years later he went to Dresden to manage affairs for an asbestos and rubber factory. In 1904 he was called to Austria to organize and direct the Austrian Hungarian Rubber Goods Factories, a trust. Shortly afterward he was called upon to organize the International Asbestos Syndicate, a European group formed to promote the development and sale of asbestos products. He has also helped to organize other trusts in Europe, including the Austro-Hungarian Bandage Factories Union, the German-Austro-Hungarian Tire Syndicate, etc. Because of the changing economic conditions in-

troduced by the governing powers of several European countries many of these international trusts have been dissolved in favor of single country trusts.

One of the first questions asked of Mr. Magnus was, in effect, what lay behind the reason for the apparent merging of the asbestos and rubber industries in European countries. That is, most large rubber manufacturers in these foreign countries are also producers of asbestos products generally on an equal scale. In the United States we draw a fairly sharp line between the two industries, altho in many cases the manufacturer of the one commodity utilizes the second for the production of certain goods, such as brake linings, or packings.

In answering this point the Austrian editor pointed out that "merging" of these two industries by European general industry was due primarily to tradition and to growing habit. One of the earliest products turned out by German so-called rubber factories was an asbestos-rubber cloth which received widespread attention for a number of applications, particularly for high pressure packings and joints. One pioneer of such combination cloth was the firm of Rich. Klinger Aktiengesellschaft and today the famous "RK" initials on either side of a triangle are well known thruout Europe. Originally there was only one such rubber impregnated asbestos cloth available, known as "Klingerit". But now there are several grades available called "Klingerit Dichtungsplatten", "Klingerit 1,000", "Klinger-Bremsbelag", etc. The Klinger firm is still actively engaged in producing rubber asbestos products, with a plant at Gumpoldskirchen, near Vienna.

Discussing the European asbestos situation generally, Mr. Magnus said that because of the need for the material most of the countries permitted its importation duty free, such as France. Rhodesia, Canada, South Africa and the Soviet Union are the chief suppliers. The European countries manufacture most of the asbestos products they use, with only a small percentage of finished goods, such as paper, board, brake linings, threads, ropes, etc., being imported. These imports come from many countries, but particularly from Great Britain and the United States. Altho raw asbestos fibre enters most countries duty free, many of

them maintain fairly high tariffs on manufactured asbestos products, the reason for such tariffs being too evident for discussion here.

All forms of products familiar to American industry are produced by the foreign asbestos products manufacturers. Shingles, pipes and other industrial products are probably the major items, while asbestos yarn and thread are also high in the production figures. Asbestos paper and asbestos board follow the yarn and thread closely, according to Mr. Magnus.

Due to a slight ear ailment which required attention, the founder of the International Asbestos Syndicate was unable to visit many of the asbestos or rubber factories in this country which, he said, he was anxious to do, so that he might compare their methods and products with those of the European countries, particularly Germany and Austria with which he is most familiar. Pressed to make some statement of comparison he said that he believed insofar as asbestos was concerned, Europe and America were about on an even level.

(Altho Mr. Magnus made no mention of it, our readers may be interested to know that one of the newest developments in the United States is the use of synthetic rubber in connection with compressed asbestos sheeting. The Polypyrit factory of the Pahl'sche Gummi-und Asbest-Gesellschaft M. B. H., of Germany, which is the oldest factory in Germany producing compressed asbestos fibre jointings in both sheets and cut joints, suitable for steam pressure, superheating and special conditions, is now producing compressed synthetic rubber asbestos sheeting similar to that in this country, utilizing Buna, the German term for its government-controlled synthetic rubber.)

At the conclusion of our interview, Mr. Magnus again expressed his regret at being unable to spend more time in America visiting asbestos factories, and asked us to give his best regards to his many American friends in the asbestos industry.

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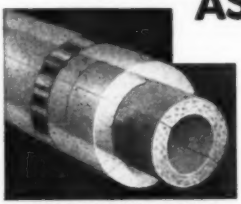

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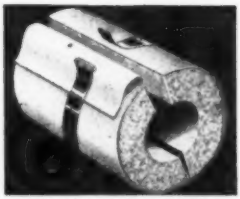

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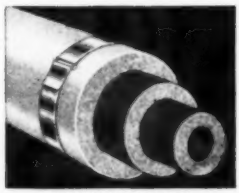

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THE BRITISH EMPIRE'S ASBESTOS RESOURCES--

Extracted from the Mineral Survey issued by the Imperial Institute, London

Asbestos figures prominently in the comprehensive survey of the mineral resources of the British Empire just issued by the Imperial Institute, London.

In the table of world and British Empire outputs of the most important minerals for 1929 and 1935 it is shown that by the latter year the mineral industry thruout the world had not quite recovered from the depression, for in general the quantities of minerals produced in 1935 were less than the outputs of 1929. Among the Empire percentages of the world's total outputs, asbestos continues to occupy second place, altho the percentage has fallen from 88.9% in 1929 to 68.2% in 1935. World production in 1929 totaled 423,000 long tons but in 1935 had fallen to 374,000 long tons. British Empire production for the same years was 376,000 tons and 255,000 tons respectively. The decrease in the Empire percentage of the world total is attributed mainly to the expansion of Russian output.

South Africa.

South Africa, the first country dealt with in the survey, produced 18,233 long tons of asbestos in 1935, but sold 20,359 long tons, valued at £226,881 ($1,134,405).

The asbestos resources of South Africa, which include chrysotile, crocidolite (blue asbestos) and amosite, are considerable.

Chrysotile occurs in the serpentine and allied basic rocks of the Swaziland System, chiefly in the Barberton district of Transvaal, and also in the serpentinized dolomites of the Dolomite Series in the Carolina district and elsewhere. Production has been mainly from the Barberton district where two companies are operating, and the fibre is of good quality. The Amianthus mines are practically exhausted, but as there are extensive areas with similar rocks to those in which these deposits occur, there

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is a possibility that other deposits of commercial value will be located. The Carolina occurrences have been worked intermittently since 1905, but altho the fibre is of good quality the deposits are irregular as is usual in serpentinized dolomite.

Crocidolite asbestos is obtained only in South Africa and is mined in Prieska, Hay, Barkley West and Kuruman districts of the Cape Province over a stretch of country 250 miles in length, where it occurs in thin bedded ironstones of the Griquatown Series. Small quantities are also produced from the Pietersburg district of Transvaal where it occurs in similar banded ironstones at the base of the Pretoria Series, but the quality of this material is not as good as that of Cape Province. The reserves in both areas are considerable.

Amosite also is found in commercial quantities only in South Africa, where it occurs with blue asbestos in the Lydenburg and Pietersburg districts of Transvaal. It can be cheaply produced, and is noted for its length of fibre, which in places averages 8 to 9 inches, but it is harsh and difficult to spin and weave. Large reserves are available.

Total sales and shipments of asbestos from South Africa in 1936 were 22,485 long tons valued at £330,375 ($1,651,875)

Southern Rhodesia.

The asbestos industry of Southern Rhodesia ranks second in importance to gold, and the country takes third place in world production after Canada and Russia. The asbestos is all of the chrysotile variety and occurs in various parts of the country, altho the two principal districts are in the Mashaba Hills in the Victoria district and in the Shabani mineral belt in the Belingwe district.

The Shabanie mine produces high grade fibre and contributes 75 per cent of the total production of the country. King and King A mines in the Mashaba Hills produce 15 per cent of the total output, but the product is mainly shingle fibre. The Nil Desperandum mine near Shabani produces 8 per cent of the total output and remaining 2 per cent is accounted for by several small mines

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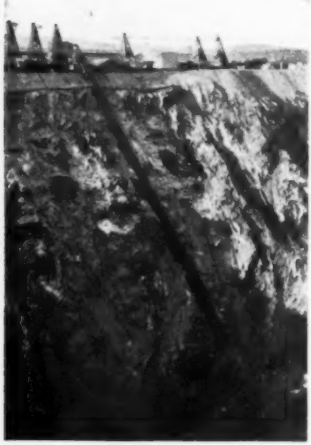
All the larger producers are controlled by Turner and Newall and the most efficient methods are used in all stages of production. There is only a small local consumption of short fibre for asbestos cement goods and the bulk of the output is exported, mainly thru the port of Beira. About 17 per cent of the total output consists of textile fibre. The output in 1936 amounted to 50,309 tons.

Canada.

Canada takes the premier position in the world production of asbestos. Chrysotile, the serpentine variety, has been mined without a break in Quebec since 1879. In 1936 the Dominion output was a record one at 274,639



Face of the King pit (Asbestos Corporation Ltd.) at Thetford Mines, Que., Canada.

The old cableway derrick towers (shown in the background) are no longer in use.

All ore from the King mine is now hauled up the incline (shown in the photograph) which leads from the mouth of the vertical shaft at the bottom of the pit up the face to the surface.

Photo by courtesy of Asbestos Corporation Limited

long tons, valued at $10,186,000. This constitutes in amount about one-half the world's output, but it should be noted that a large proportion of this is of non-spinning grades, which, on account of the proximity of a large market in the United States, have no heavy transport charges to pay and can be readily sold.

The Quebec asbestos belt, which lies in the Eastern

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Townships, is over 100 miles long, production being confined to the areas around Thetford, Black Lake, East Broughton and Danville. The mineral has hitherto been worked entirely by quarries, but underground mining has been adopted recently at the King pit, Thetford. Other chrysotile deposits are known in Ontario, where, during 1935, a considerable quantity of asbestos-bearing rock was obtained in preliminary operations at Rahn Lake, and the erection of a milling plant is contemplated. In British Columbia there are no workable deposits, but an area at the north end of Upper Arrow Lake appears to be of some promise for both cross and slip-fibre material.

India.

A small quantity of asbestos is now being produced in India, chiefly in the Cuddapah district of Madras. About 63 long tons were produced in 1935, but no details as to type and quality are given.

Australia.

The report is not in-

formative about Australia's asbestos deposits, altho a certain amount of publicity was recently given to Western Australia's potentialities as an asbestos producer. The only mention of the mineral in the survey of Australia is to the effect that 170 long tons were produced in 1935.

New Zealand.

A deposit of good quality, short fibre, chrysotile asbestos has been known for many years in the Flora district, near Mount Arthur, Nelson, but, owing to difficulties of access, the possibilities of development do not appear encouraging and, so far, only small trial lots of fibre have been obtained. Another deposit, also difficult of access, is known at Olivine Saddle, Otago.

Southwest Africa[1].

Chrysotile asbestos occurs in various parts of South West Africa, chiefly in the hinterland of Swakopmund and to the south of Keetmanshoop.

Bechuanaland[1].

A promising deposit of chrysotile asbestos has been worked to a small extent near Kanye in the Bangwaketsi Reserve, in the extreme southeast of the Protectorate.

Swaziland[1].

There has been much activity recently in Swaziland in connection with the exploitation of chrysotile asbestos deposits on the Havelock and Kobolongo Concessions in the northwest of the Territory. Asbestos is likely to become important in the future, but so far only a small output of 4 long tons from development work has been recorded. However, a mill grading plant and aerial ropeway to Barberton are under construction. It is intended that the Havelock mine shall take the place of the Amianthus mine near Barberton, as the deposits there are practically exhausted.

Nyasaland[1].

In 1934 an intensive mineral survey of Nyasaland was

[1] Africa.

inaugurated and is now proceeding. Previously a number of occurrences of asbestos had been found but are not yet exploited. The British South Africa Company, however, is actively prospecting its extensive lands in the north-west.

Uganda[1].

Deposits of asbestos (anthophyllite) have been discovered, but not as yet in exploitable quantities.

Kenya[1].

The period which has elapsed since 1928 has witnessed the transformation of Kenya from a country almost devoid of mining activity to a producer of rapidly growing importance.

A company has been formed to reopen the old asbestos workings beside the railway at Mtito Andei about midway between Nairobi and Mombasa.

Anglo-Egyptian Sudan[1].

A number of economic minerals occur in Anglo-Egyptian Sudan, but mining activity is restricted by lack of water and inadequate transport facilities.

Deposits of chrysotile asbestos have recently been investigated in the Qala'en Nahl district, some 400 miles from Port Sudan on the Kassala branch of the Sudan Government Railroad. It occurs in a bluish variety of serpentine.

Cyprus.

Chrysotile asbestos has been quarried for many years at Amiandos in the Troodos hills of Cyprus. After milling, the product, which is of short fibre, is sent by cableway to Limassol for export, but owing to the location of the quarries, operations are only carried on during the six summer months. The asbestos is relatively low priced and is specially suitable for the manufacture of asbestos cement goods.

In 1932 the output fell to a very low level, and in order to assist the industry the royalty on the mineral was adjusted, thus enabling the quarries to remain in

[1]Africa.

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operation. Shipments to the United States have greatly increased in recent years, but in 1936 the property was taken over by an English firm of cement manufacturers.

In 1935, the production of asbestos fibre from 128,074 tons of rock, treated was 7,493 tons and in 1936 9,201 tons were obtained from 290,474 tons of rock.

Small deposits of asbestos are known to exist in other Empire countries, but are not mentioned in the survey as no occurrences of commercial importance have as yet been located. By Geoffrey Blackall.

AUTOMOBILE PRODUCTION

Total production of motor vehicles in the United States and Canada during the month of May 1937 was 540,357 (516,899 in the United States and 23,458 in Canada); compared with 480,518 in May 1936 (460,512 in the United States and 20,006 in Canada), and 553,415 in April 1937 (536,334 in the United States and 17,081 in Canada).

Production for the first five months of 1937 totalled 2,396,081 (2,291,551 in the United States and 104,530 in Canada); compared with a total of 2,125,140 for the first five months of 1936.

Definition. An article "Growing Importance of Asbestos" published in the February 12th issue of The Mining and Industrial Magazine (South Africa) mentions asbestos as a "non-combustible, heat, cold and sound-resisting and insulating material."

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RELIEF - and Politics

Did you notice that the Mormon Church has taken over its "relief" problem?

Finding that more than twenty per cent of the total on relief were competent to get along without relief and sensing the tragic demoralization which follows upon government measures, the church has again set up the old tithing system and prohibits its members from accepting relief from any source other than the Church.

Truly this is the most encouraging sign we have seen for many moons.

We have only political and spiritual sources of help and it is quite clear that there is no hope from the political of whatever party, race or type.

Our churches talk much of the Fatherhood of God but too little of the Brotherhood of Man.

The Mormon Church has taken the issue squarely to itself and if this betokens like action by other churches there may be some hope of getting the whole mess out of politics.

"Am I my brother's keeper?" must be answered and if the individual will not, politics will.

Wiser than Solomon, more earnest than Martin Luther, having the zeal of a beaver, these starry-eyed social workers who have the politico-economic floor are sure "shooting the works."

From me, the person or group striving to better conditions for mankind, with no thought of self, gets full support.

When I reflect upon the relative unimportance of *any* individual (surely not more than the import of one drop of water in the Atlantic Ocean) then I am amazed at the supreme egotism of many who are leading the parade today.

May the day soon come when all of us become tolerant of the opinions, beliefs and experience of all humanity.

C. J. Stover.

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HISTORY REPEATS ITSELF

In November 1919 the following editorial appeared in "ASBESTOS":

"The most serious problem confronting the country at the present time is that of labor and labor's demands. As someone has rather aptly put it, *'The full dinner pail'* which was once the slogan of the laboring man, is now giving way to a demand for a family auto to take him home to luncheon every day.'

"And as justification for these demands, labor offers neither efficient nor sufficient production.

"Hardly a day passes but what we hear of a strike in some industry or portion of an industry. In many cases the demands are so exorbitant that mills are being closed down. With demand for almost everything at a high point, the decrease in production caused by such shutdowns can hardly help but raise the price. With winter coming on, and prices for all foodstuffs remaining high, laborers who are out of work are bound to suffer, unfortunately the innocent as well as the guilty.

"This is a time when it is absolutely necessary that we do not lose our heads, but rather put those heads together to work out the problem for the common good of all.

"Organized effort is the only way. It accounts for the strength of the labor element. If Capital were one-half as well organized as Labor, Capital would be in control. We are selfish; we prefer to give all our attention to our own little individual problems, when by working together for the good of all most of our individual worries would disappear, put out of existence by the solving of the big problems of the industry as a whole.

"Not until we have a broader understanding and all put our shoulders to the wheel, boosting, first our country, and then the industries in our country, as we did a year ago while the war was in progress, will we find a solution to our difficulties."

Mighty few, if any, changes are needed to make this apply to our conditions today. Neither capital nor labor should *control* but they should and inevitably must be equally responsible under the law.

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MARKET CONDITIONS

GENERAL BUSINESS

Quoting from the National City Bank letter for July we find that "The month of June has brought a moderate decline in industrial activity, due in part to seasonal influences, but chiefly to the strikes in the steel, automobile and other industries. The shutdowns involving plants of the Republic, Bethlehem, Youngstown and Inland companies reduced steel mill operations from above 90 per cent of capacity to around 76. Automobile production has dropped about 15 per cent from the Spring peak; probably half of the decline is attributable to seasonal trends, and the remainder to the labor troubles, which have harassed General Motors in particular. It has been impossible for some producers to turn out as many cars as their orders on hand would justify."

Other extracts taken from the same source: "In the consumers' goods industries production is receding from the Spring peak, tho still at a rate well above a year ago, with factories working on old orders. New business has been sluggish."

"Retail trade has run ahead of last year by about the same margin as heretofore, starting the month better but slackening later."

"Awards of building contracts in the first half of June were better than in May; on a daily average basis they showed an increase, which is contrary to the usual seasonal trend."

"Engineering contracts placed during June reached the highest level since the Spring of 1930."

"Except for the prevalence of labor disturbances, the facts given in this brief summary hardly seem to warrant much concern as to the business situation."

ASBESTOS - RAW MATERIAL

Excellent demand for raw asbestos. All producing properties are running at utmost capacity.

Very large shipments of asbestos are being made to Japan. Prices are very firm for all grades of asbestos.

ASBESTOS - MANUFACTURED GOODS

Textiles. The situation on textiles is just about the same since last writing you. The volume of tape and cloth remains about constant with a tendency to higher prices induced by higher labor rates and the rise in the cost of raw fibre.

There have been no outstanding increases in volume in any particular textile group recently.

Paper and Millboard. There is little change in this market, both products showing seasonally light volume and firm prices.

Insulation. High Pressure. Despite some labor disturbance which has all been adjusted satisfactorily the output keeps steadily in step with demand. Of course with steady demand prices are rigidly firm.

Some falling off may be expected unless the labor situation eases and permits our best customers to operate.

Insulation. Low Pressure. Demand is slight, this condition being almost entirely seasonal. Prices are firm.

Asbestos Cement Products. Conditions remain unchanged in the asbestos-cement shingle market, with sales keeping up satisfactorily in comparison with general conditions.

The industry is again enjoying another record breaking year.

Sales of industrial products, such as flat and corrugated sheets, also wallboards and similar products, are equally satisfactory.

The above comments have been sent in by executives in close touch with the markets. Comments and opinions always welcome.

CURRENT RANGE OF PRICE

on Canadian Crudes and Fibres

	Per ton (2000 lbs.) f. o. b. Mine
Group 1 (Crude No. 1)	$550.00 to $600.00
Group 2 (Crude No. 2, Crude Run of Mine or Sundry)	150.00 to 225.00
Group 3 Spinning or Textile Fibre	90.00 to 175.00
Group 4 Shingle Fibre	45.00 to 75.00
Group 5 Paper Fibre	32.50 to 42.50
Group 6 Waste, Stucco or Plaster	29.00
Group 7 Refuse or Shorts	10.00 to 23.00

CONTRACTORS AND DISTRIBUTORS PAGE

The New England Power Building

Interest in this building centers around the fact that it was started in pre-depression years, construction stopped entirely during the depression and only recently has work been resumed.

The building is eleven stories high, located in the Park Square district of Boston, and is to be used as an office building. The sub-basement, foundation and one story of steel were erected a number of years ago, and the entire building was supposed to cost Two Million Dollars.

Now it is nearing completion and is using some 25,000 feet of Magnesia, Air Cell and Anti-Sweat Covering of Keasbey &

The New England Power Building, Boston, Mass., where 25,000 feet of Magnesia, Air Cell and other coverings were used.

Photo by courtesy of Standard Asbestos Covering Co.

Mattison Company manufacture. The insulation of both plumbing and heating lines was done by the Standard Asbestos Covering Company of Boston, whose President, Charles Uhr, has been in the insulation game for 47 years.

T. A. Pearson Associates, Inc., of Boston, were the general contractors.

Steam for the building will be supplied by the Edison Electric Illuminating Company (controlled by New England Power) thru

their underground steam distribution system, a large part of which is insulated, we are given to understand, with Keasbey & Mattison Co. Lamino Sponge Felt Covering. The building was supposed to be completed by July 1, 1937.

Building

Construction in the 37 eastern states during May showed a gain of about 11 per cent over the figure for May 1936 according to F. W. Dodge Corporation. Last month's total amounted to $244,112,800 and contrasts with $216,070,700 for May 1936, and with $269,934,200 for April 1937.

Residential building during May of this year amounted to $83,937,000; this was an increase of 20 per cent over the figure of $70,253,400 reported in the 37 states for May 1936 but was sharply lower than the volume of $108,013,400 registered during April of this year. Gains in residential building over last year were general over the country except for the Southern Michigan area. At the same time declines from the April 1937 figures were rather universal, with Upstate New York exhibiting the only exception.

Non-residential building undertaken in May in the 37 states east of the Rocky Mountains amounted to $93,432,700 and compares with $82,251,700 for May 1936 and $96,179,300 for April of this year. Public works and utilities showed a total of $66,743,100 during May 1937; this was moderately better than the figure reported for either the preceding month or May 1936.

Total construction of all types started in the 37 eastern states since the beginning of 1937 has amounted to $1,176,377,200 as contrasted with only $1,004,676,100 for the corresponding five months of 1936.

Interesting Installations Of Corrugated.

Several large installations of Asbestos-Cement Corrugated Sheathing have been recently completed by Asbestos Erectors of Lockland, Cincinnati, Ohio (A. D. Simpson, General Manager).

The material was used as roofing and siding for the National Advisory Committee for Aeronautics (Extension to the N. A. C. A. Sea-plane Tank) at Langley Field, Va.; for the Graphitizing Building of the National Carbon Company at Clarksburg, W. Va.; for the Ethyl-Dibromide Building of the Ethyl-Dow Chemical Company at Wilmington, N. C.; and for several buildings for the Dow Chemical Company at Midland, Mich.

The material used was of Keasbey & Mattison Company manufacture and the jobs are said to be exceptionally fine examples of the use of corrugated sheathing.

Just an indication of the character of industrial concern and governmental agency using asbestos-cement products which do not burn, rust, rot or require painting.

LONDON'S SUBWAYS

Asbestos eliminates over eighty per cent of the noise

By Geoffrey Blackall

After many years of experience and continuous experiment the problem of noise on London's vast subway system at last appears to be nearing a solution.

For nearly thirty years the noisiness of London's subway trains has been a matter of concern and long before the war, "absorption tests" were frequently made.

One of the earliest attempts to absorb the noise consisted of a mattress of sea grass, about four inches thick, enclosed in a small mesh wire, to form a continuous band, 6 feet wide, along each side of the tunnel. Later a mattress consisting of loose-textured asbestos felt about one inch thick was used; still later the sides of the tunnels were sprayed with an asbestos sound-deading composition.

During the past year or two asbestos shields of various types have been tried out. These shields come out from the side of the tunnel as closely as possible to the footplates of the train, to "trap," as it were, the noise from underneath. This plan resulted in a further 20 per cent reduction in noise, and a point has now been reached where it is possible to eliminate 80 per cent of all mechanical noise.

The officials are not yet satisfied, however, that they have devised the best materials for the sound-absorbing mattress attached to the shields, and for the time being the shields will not be put into general use over the system.

The London Passenger Transport Board is receiving the fullest co-operation of the asbestos industry in connection with the manufacture of these mattresses, and as a result some improvement may be expected in the near future.

Other noises of a minor character are also being dealt with. A new type of asbestos brake block, instead of cast iron, is now in use. Moreover, asbestos pads absorb wheel,

gear and motor noises. The new streamlined trains, in which are incorporated various asbestos fittings, go into service during the present month (February) and embody a considerable number of minor improvements designed still further to reduce noise.

Thruout the system asbestos appears to be the principal product employed for the deadening of sound.

COMMENT AND INQUIRY

Whether because of improvement in general business and also in asbestos lines, or just natural curiosity, the last six months have shown much more interest being taken in asbestos subjects, and letters have reached us from all points of the compass asking for all sorts of information.

To answer many of the inquiries we are forced to appeal to our readers; some require extensive search in our reference books on asbestos.

Such inquiries are always welcome because we find they often lead to profitable discussions, or the compiling or collecting of information on subjects of great interest to the whole industry, and often invaluable later on to those seeking information.

Just at present we are working on a compilation of tables, information, tests, etc., concerning the heat resistance of asbestos. A letter written to various testing laboratories, Government Bureaus, and others has brought a variety of data which, when it can be gotten into the proper form will, we feel sure, be very useful and valuable.

Another, less technical subject, is that of the Arizona fields; and it is our ambition to publish a comprehensive article on Arizona Asbestos deposits, showing, in map form, if it can be worked out, just where the various deposits are located, who owns them, whether they are being worked at present and to what extent, and so on. Up to date, however, beyond some very general information which we already had, not much headway has been made, altho we have appealed to several people interested in Arizona Asbestos for information. It is to be hoped that some of our readers in Arizona will, upon reading this,

send us up-to-date information on the Arizona Asbestos Mines.

With prices for Canadian asbestos crudes on the upward trend, and an expected shortage of such crudes, it is quite natural that more interest will be taken in Arizona asbestos, and information of the sort described in the preceding paragraph should be good advertising for the Arizona Mine Operators.

And that reminds us that for our front cover beginning with this issue, we have chosen a photograph of Arizona Crude—last year our front cover showed Canadian Crude; perhaps next year we will show Crocidolite or Amosite from Africa. Because there are so many different kinds of materials made from asbestos, it is rather difficult to find a photograph which adequately covers the subject and definitely pictures something representative of the entire Asbestos Industry. Suggestions—and photographs—are always welcome.

Don't hesitate, therefore, to write us on any and every asbestos subject; our morning mail sometimes reads more like a very intricate puzzle than anything else. In fact sometimes the inquiry cannot be answered to our satisfacfaction altho we do our best.

It is gratifying and sometimes surprising to find that executives, busy department heads, engineers, chemists, laboratory men, sales promotion managers, and others, are always ready and willing, to help us find the right answer, if it can be found.

ASBESTOS STOCK QUOTATIONS

		June 1937		
	Par.	Low	High	Last
Asbestos Corpn. (Com.) V. T.	np	78	92	80
Certainteed (Com.)	np	11½	17	13
Certainteed (6% prior Pfd.)	100	48½	65⅛	52
Flintkote (Com.)	np	26¼	31½	27½
Johns-Manville (Com.)	np	120	129½	126¼
Johns-Manville (Pfd.)	100	121½	124⅝	123¼
Raybestos-Manhattan (Com.)	np	30¾	34	32½
Ruberoid (Com.)	np	29	40	33⅛
Thermoid (Com.)	np	7¾	9⅛	8⅛
U. S. Gypsum (Com.)	20	103½	110	107
U. S. Gypsum (Pfd.)	100	158¼	165	163

Africa (Rhodesia)

(Statistics published by Rhodesia Chamber of Mines)

	April 1937 Tons (2000 lbs.)	Value £	s	d
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	678.20	11,911	4	6
Pangani (Pangani Tributors)	13.00	82	4	0
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	3,376.80	45,667	16	11
Victoria District				
King and Gath's (Rho. & Gen. Asbestos Corp. Ltd)	650.02	8,736	6	9
Murie Asbestos (R. M. Murie) March and April)	45.00	178	8	0
	4,763.02	66,576	0	2
April 1936	*4,810.50*	*69,520*	*9*	*11*

Africa (Union of South)

	April 1937 Tons (2000 lbs.)
Transvaal	
Amosite	536.23
Blue	35.37
Chrysotile	1,328.54
Cape	
Blue	375.60
	2,275.74

Canada

(Statistics published by Bureau of Mines, Province of Quebec)

	May 1936 Tons (2000 lbs.)	May 1937 Tons (2000 lbs.)
Fibre	27,361	37,636

Imports into U. S. A.

(Figures published by U. S. Dept. of Commerce)

Unmanufactured Asbestos:

	April 1936 Tons (2240 lbs.)	April 1937 Tons (2240 lbs.)
Africa (Br. S.)	315	1,489
Canada	14,191	24,273
Cyprus, Malta & Gozo	297	.....
Italy	2	54
Soviet Union (Russia)	972	260
	15,777	26,076
Value	*$542,855*	*$927,997*
Tabulation of Grades:		
Crude (Br. S. Africa)	315	1,489
Crude (Canada)	170	217
Crude (Soviet Union)	25	.....
Crude (Italy)	2	5
Mill Fibre (Canada)	4,275	7,325
Mill Fibre (Soviet Union)	947	260
Lower Grades (Canada)	9,746	16,731
Lower Grades (Cyprus, Malta & Gozo)	297	.....
Lower Grades (Italy)	.....	49
	15,777	26,076

Manufactured Asbestos Goods:

	April 1936 Pounds	April 1937 Pounds
Austria (Packing)	1,870	1,520
Belgium (Shingles)	.....	93,105
Canada (Packing)	.....	190
France (Packing)	556	.....
Germany (Yarn)	300	.....
Germany (Packing)	25	1,100
United Kingdom (Yarn)	601	7,045
United Kingdom (Packing)	2,250	156
United Kingdom (Woven Fabrics)	5,454	594
	11,056	103,710
Value	*$ 5,345*	*$ 5,964*

Exports from U. S. A.

Exports of unmanufactured asbestos for the month of April 1937 were 176 tons, valued at $26,303; compared with April 1936 when 328 tons valued at $43,717 were exported.

Exports of Manufactured Asbestos Goods:

	April 1936		April 1937	
	Pounds	Value	Pounds	Value
Paper, Mlbd. & Rlbd.	71,482	$ 5,798	80,991	$ 6,074
Pipe Covg. & Cement	933,867	13,223	586,028	30,523
Textiles & Yarn	113,816	60,150	10,489	2,375
Brake Lining—				
Molded & Semi-molded	.....	68,907	.....	59,884
Not Molded	163,130[1]	24,765	116,249[1]	19,776
Clutch Facings	14,615[3]	2,381		
Molded & Semi-molded	.....	.....	6,623[3]	1,883
Woven	.....	.....	30,562[3]	5,973
Packing	Incl. with Text. & Yarn		123,186	76,523
Magnesia and Mfrs. of	227,364	14,680	255,685	15,385
Asbestos Roofing	3,223[2]	7,076	3,959[2]	11,355
Other Manufactures	196,519	14,590	362,997	39,816

[1]Lin. Ft. [2]Sqs. [3]Units.

Imports and Exports by United Kingdom:

Imports of Raw Material

	May 1936		May 1937	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
From Africa (Rhodesia)	1,461	£31,752	1,646	£37,873
From Africa (U. of S.)	783	13,031	1,145	19,270
From Africa (Port. E.)	.....	4	.....	.....
From Australia	9	138	3	90
From Belgium	5	20	.....	.....
From Canada	617	7,779	2,624	29,671
From Cyprus	188	2,315	45	250
From Finland	7	49	16	110
From Italy	.....	.....	14	348
From Russia (Soviet Union)	.....	1	297	4,437
From U. S. of America	4	23	.....	1
From Venezuela	20	554	.....	.....
	3,094	£55,666	5,790	£92,050

Imports of Asbestos Manufactures:

May 1936		May 1937	
Cwts.	Value	Cwts.	Value
27,320	£ 9,679	52,688	£16,288

Exports of Asbestos Manufactures:

	May 1936		May 1937	
	Cwts.	Value	Cwts.	Value
To Irish Free State	3,357	£ 3,274	2,695	£ 2,283
To British India	5,746	7,557	3,321	7,347
To Australia	915	4,734	905	5,791
To Other British Countries	23,882	27,258	27,290	32,688
Belgium	801	4,466	1,307	6,439
France	700	3,791	1,132	5,227
Italy	836	3,224	383	3,216
Netherlands	27	199	317	4,369
Other Foreign Countries	10,572	31,594	20,369	45,470
	46,836	£86,097	57,719	£112,830

For Exports of Raw Asbestos from South Africa see page 38

ASBESTOS IMPORTS DROP

But Exports Rise

While regular tabulations of imports and exports of asbestos raw material and manufactured asbestos goods for May have not as yet been compiled (April tabulations are given in this issue) a preliminary release by the Metals and Minerals Division of the United States Bureau of Foreign and Domestic Commerce, gives some interesting information.

Imports of asbestos and asbestos products by the United States during the month of May were valued at $819,847, a sharp drop from the $933,691[1] total of April, 1937, but well above the $514,826 trade of May 1936.

Included in the May, 1937, total is $357,726 worth of spinning or textile and shingle and paper fibre, $294,388 worth of unmanufactured asbestos, n. e. s., and $161,649 worth of crudes. Imports of asbestos manufactures were valued at $6,084.

Increased exports of textiles, yarn and packing brought the May 1937 trade up to a total of $206,092, as compared with $192,969 in April 1937 and with $132,112 in May 1936.

[1]See page 30, $927,997 worth of unmanufactured asbestos, plus $5,964 worth of manufactures.

STAGING THE SALES TALK--

By John T. Bartlett.

Commented Tom Jones, salesman, "If I had had only half a chance to talk to Stevens, I could have made a real sale!"

What salesman has not often made a similar observation? And the assertion is usually true, but, nevertheless, is a reflection upon the salesman. A large part of expert salesmanship consists in staging the sales conversation—assuring, thru plan, that one does have ample opportunity to sell in the right way.

This is not to say that much selling is not necessarily catch-as-catch-can. It is. Good salesmanship, however, reduces such selling to a minimum.

The salesman knows, for example, that a certain prospect, Bill Stone, is a very busy man. What does he do? He figures out the time of day when Bill is likely to be most free from interruptions. He times his call to catch Bill under the most favorable conditions.

The other day a salesman friend told me of how, for months, his sales conversations with a certain good customer were always unsatisfactory. The customer was always mighty glad to see him, and would begin, right away, to talk about personal matters. By the time the conversation got to business, the customer had used up a lot of time. He would become conscious of other duties. The salesman got an order, yes—but often, he felt, much less than if he had had a real chance.

So what? Well, as soon as the first pleasantries are over, this salesman now says something like this—"Jim, can you go with me to lunch this noon? Suppose we get business out of the way—then go to lunch and have one of our good old talks together?" It always works!

The salesman who is not afraid of evening work can repeatedly, arrange sales conferences by appointment which yield big orders. It is applying this principle of expertly staging the sale conversation.

NEWS OF THE INDUSTRY

BIRTHDAYS.

Thomas L. Gatke, President, Gatke Corporation, Chicago, Ill., July 16th.

L. W. Noland, President, Noland Co., Newport News, Va., July 17th.

W. N. Bolster, President & Treasurer, Asbestos Covering & Textile Co., Boston, Mass., July 20th.

M. T. Rhodes, John Watt's Sons, Philadelphia, Pa., July 21st.

George R. Weber, General Manager, United States Asbstos Division, Manheim, Pa., July 25th

Frank C. LeRow, Vice President, Illinois Philip Carey Co., Chicago, Ill., July 26th.

John Ozurovich, President, J. Ozurovich, Inc., New York City, July 31st.

S. R. Zimmerman, President, United States Asbestos Division, Manheim, Pa., August 1st.

William G. Kitchen, President, Allbestos Corporation, Philadelphia, Pa., August 2nd.

Arthur C. Sprinkmann, Vice President, Fred Sprinkmann & Sons, Milwaukee, Wis., August 3rd.

J. A. Whittaker, Secretary-Treasurer, Crandall Packing Co., August 6th.

A. P. Keasbey, President, Robert A. Keasbey Co., New York City, August 6th.

Paul C. Collopy, President, Acme Asbestos Covg. & Flooring Co., Chicago, Ill., August 8th.

F. A. Sharpe, Vice President, Thermoid Rubber Co., Trenton, N. J., August 8th.

Grant V. Wilson, President, Grant Wilson, Inc., Chicago, Ill., August 11th.

O. W. Trumbull, Vice President Crane Packing Co., Chicago, Ill., August 12th.

W. L. Steffens, Vice President, The Philip Carey Co., Lockland, Cincinnati, O., August 13th.

THE RUBEROID CO. has completed the extension to its St. Louis plant and it will be put into production early in July, which means employment for 200 men and an increase in the factory's output of asbestos building products by more than fifty per cent, according to announcement by Herbert Abraham, President of the company.

The St. Louis plant, one of nine large factories operated by the company, is largely devoted to the production of shingles and house sidings of asbestos-cement; and the purpose of the new addition is to increase the output of these and other Ruberoid asbestos products for rapid distribution at advantageous freight rates thruout the West and Middle West.

• BLUE ASBESTOS

The Cape Asbestos Company, Ltd., is the world's largest supplier of acid-resistant blue crocidolite asbestos, and the only manufacturer operating its own mines. Inquiries solicited on:

MILLBOARD **YARNS**
ROVINGS **POWDER** **CLOTHS**
PROCESSED FIBRES
Unexcelled for use in
ASBESTOS CEMENT PIPES

• AMOSITE ASBESTOS

This fibre owing to its great length and bulk is unrivalled for use as an insulating medium in:

Asbestos mattress filler
85% Magnesia insulation

The CAPE ASBESTOS CO. Limited

Morley House, 28-30 Holborn Viaduct, London, E.C.1.
FACTORY, BARKING, ESSEX

United States Sales Agent:
ARNOLD W. KOEHLER
369 LEXINGTON AVE. **NEW YORK CITY**

TELEPHONE—CALEDONIA 5-4044

JOHNS-MANVILLE CORPORATION has recently purchased the Richmond, Ind., plant of the Fibre Conduit Company, in which will be installed equipment for the manufacture of a new type of low temperature insulation recently perfected in the J-M Research Laboratories, and covered by basic patents. Characteristics of the product include high insulating efficiency and lightness in weight which adapt it particularly for use on railroad, passenger and refrigerator cars, mechanical refrigerators and for sound deadening as well as thermal insulation on automobile bodies.

This new Richmond unit will employ about 150 people; the management staff will be recruited from existing J-M factories but practically all others will be employed locally.

ASBESTOS CEMENT, LTD., has recently started at its new factory at Athy, County Kildare, Irish Free State, production of a wide variety of asbestos cement goods. Products so far in production include corrugated sheathing for roofing, slates, tiles, rainwater pipes and gutters.

Asbestos Cement, Ltd., is a private company with a registered capital of £60,000 ($300,000) which, it is stated, will shortly be increased to £100,000 ($500,000). M. P. Pinch is chairman and other members of the board include M. Jensen (managing director of the Tunnel Asbestos Cement Co., London) H. A. V. Osterberg. The bulk of the capital is said to be owned by Irish nationals.

BRAKE SERVICE, a magazine devoted to the many problems in connection with the repairing and adjusting of automobile brakes, published in its June 1937 number an interesting article on "Asbestos—between the mine and the brake shoe goes through a complicated refining and manufacturing process". The author of the article is W. S. Acuff, Jr., Advertising Manager of Keasbey & Mattison Company.

JOHNS-MANVILLE has recently released a new thirty-six page brochure "Johns-Manville Bonded Built-up Roofs" containing complete detailed specifications on all "J-M Built-up Roofs" Drawings, discussion of the various types of roofing materials and the qualities which determine their ability to stand up under fire, weather and wear, and information on roof insulation make the brochure very helpful to those interested in the subject of built-up roofs.

KEASBEY & MATTISON COMPANY has consolidated its Philadelphia and Baltimore Districts under the leadership of H. F. Miller, as Power Products District Sales Manager, and William Marriott as Cement Products District Sales Manager.

FRANK T. CROW, has been appointed Power Products Sales Manager in the New York District of Keasbey & Mattison Company, to succeed J. C. Huss resigned.

Mr. Crow will also have charge of the Boston District as the Keasbey & Mattison Company has consolidated its New York

and Boston Districts. W. W. Bainbridge, formerly Power Products Manager at Boston has resigned as of July 8th.

H. H. HECKROTH, formerly Power Products Sales Manager of Keasbey & Mattison Company, severed his connection with that company on July 1st.

WESTERN ASBESTOS COMPANY announces the establishment of an office at 720 Eye Street, Sacramento, California, with W. Glenn Nance in charge. The company's main office is at 675 Townsend street, San Francisco.

ASBESTOS MANUFACTURING COMPANY of Huntington, Ind., announces the appointment of Donald H. Spicer as assistant manager of the replacement sales division. Mr. Spicer was formerly with the Atlas Asbestos Company.

PATENTS

This information obtained from the Official Patent Gazette, published weekly by the U. S. Patent Office, Washington, D. C.

Acoustical Construction. No. 2,081,952. Granted on June 1 to John S. Parkinson, Somerville, N. J., assignor to Johns-Manville Corporation, New York. Application Dec. 17, 1934. Serial No. 757,795.

A sound absorbing structure comprising a substantially air-impermeable base member and a flexible substantially air-impermeable vibratile membrane resonant over a wide range of frequencies and having a sufficiently high internal resistance to rapidly damp out free vibrations resulting from displacement caused by impingement of a sound wave thereupon, said membrane being exposed on its face to the sound to be absorbed and spaced from said base member.

Sound Damping Structure. No. 2,081,953. Granted on June 1 to Leslie S. Perry, Chicago, Ill., assignor to Johns-Manville Corporation, New York. Application Sept. 8, 1932. Serial No. 632,157.

A sound damping structure comprising an elastic resonant vibratile air-impermeable sheet member in unstretched condition, adapted to be set in vibration readily by instant sound, and sound absorbing means disposed behind and in spaced relationship to the said sheet member.

Composite Slab, Block or Tile. No 2,083,165. Granted on June 8, to Eric Russell Harrap, Chorlton-cum-Hardy, Manchester, England. Application Nov. 7, 1934. Serial No. 751,926. In Great Britain, Dec. 7, 1933.

A new article of manufacture, a slab comprising two plane sheets composed of asbestos and a binding agent enclosing a corrugated sheet of the same or similar composition, said corrugated sheet being bonded to said plane sheets by means of a binding agent.

Modifying Cellulose Pulp for Paper Making Purposes. No. 2,083,575. Granted on June 15 to Izador J. Novak, Bridgeport, Conn., and Albert L. Clapp, Danvers, Mass., assignors to Ray-

bestos-Manhattan, Inc., Bridgeport, Conn. Application Sept. 1, 1933. Serial No. 687,816.

The method of modifying cellulose pulp which comprises soaking said cellulose pulp in a mercerizing solution of caustic soda, without disturbing the relation of the fibres during said soaking and pressing surplus caustic soda solution from said pulp to form a free pulp characterized by being suitable for sheeting into absorbent paper.

Cellular Heat Insulation Pipe Covering. No. 2,083,596. Granted on June 15, 1937, to Raymond Donley, Sr., Plymouth Meeting, Pa., application Dec. 7, 1935. Serial No. 53,412.

A cellular insulating pipe covering comprising a tubular body composed of opposed alternate plane and indented sheets of Asbestos spirally wound together, the respective sheets bearing heavy lines of adhesive, said lines of adhesive being disposed along substantial parallel lines lying at 45 degree angles, the adhesive lines of the alternate sheets being oppositely disposed and in crossing relationship to each other, thereby causing diamond shaped projected areas to be formed in staggered relationship between the alternate sheets.

Insulating Mechanism. No. 2,083,622. Granted on June 15 to Caleb Edson Summers, Pontiac, Mich. Application December 19, 1934. Serial No. 758,202. Description upon request.

Abrasive Products. No. 2,083,719. Granted on June 15 to Joseph N. Kuznick, Passaic, and Jerome Kuznick, Clifton, N. J., assignors to Raybestos-Manhattan, Inc., Passaic, N. J. Application April 3, 1936. Serial No. 73,536. Description upon request.

Smoke Jack. No. 2,083,933. Granted on June 15 to Edward H. Wells, Jr., New York. Assignor to Johns-Manville Corporation, New York. Application March 13, 1935. Serial No. 10,842.

An acid resisting smoke jack comprising shaped, compressed and densified, and hardened units including an intimate mixture of Portland Cement and Asbestos Fibres, the fibres in the several units being arranged predominantly in direction transverse to the thickness of the said units to minimize wick action on the part of said fibres.

Exports of Raw Asbestos from So. Africa (Cont'd from Page 32).

	March 1937	
	Tons (2000 lbs.)	Value
Australia	120	£ 1,456
Belgium	40	751
France	164	3,647
Germany	207	4,576
Holland	48	794
Japan	473	5,463
Sweden	2	46
United Kingdom	1,644	20,875
United States	165	3,590
	2,863	£41,198

THIS and THAT

A Difference. There is a great difference between ordinary concrete and asbestos-cement. With ordinary concrete the addition of the various components reduce the strength of the cement; in asbestos-cement the strength of the cement is increased many times by the addition of asbestos fibres.

Tool. Raybestos has recently announced its No. 370 Brake and Drum Gauge, a precision tool designed to assist servicemen in adjusting internal brakes on passenger cars and light trucks accurately and more rapidly. The device is made from rust-proof electroplated steel drop forgings and seamless steel tubing.

Mystery. Even the asbestos shipping industry has its mysteries. A shipment of 1300 tons of asbestos was consigned from Thetford Mines to Quebec, at which latter point it was to be placed on an ocean freighter. Enroute, however, the order was changed and the shipment sent on to Montreal and put on the freighter at that point.

Some say that it was odd that a freighter would not stop at Quebec for so large a tonnage, altho if the shipment had been a small one the reason would have been quite obvious. Freight officials, however, contend that their boats are not scheduled to stop at Quebec and therefore all consignments are sent to Montreal.

Was it a mystery or not?

Imports. Canada imported $80,100 worth of asbestos products in April this including $18,271 worth of brake lining and $13,201 of packing. The imports came from Great Britain 60.2%; United States 39.2% and the balance from Austria and Germany.

Increase. New freight cars on order on June 1 for Class I railroads, according to announcement of the Association of American Railroads, numbered 45,176, the largest total for any corresponding date since 1924.

Steam locomotives on order numbered 329—highest June figure for seven years; two years ago, manufacturers had orders for only ten locomotives—**News Week.**

Suggestions for the obtaining of "white" asbestos fibres continue to come in.

We are still seeking a good definition for asbestos, and by "good" we mean fairly brief, accurate and yet descriptive of this non-metallic mineral and, perhaps, its chemical make-up.

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Can you think? Can you think through a subject clearly and reach the right conclusion, even if it be contrary to that of the crowd? And are you strong enough to stand by your conclusions in the face of scoffing and scorn? If you can, you are needed. The world is being built by the creative thinkers of its day, by the men and women who go before the masses, who dare to think dangerously.

—*Lois Bierman.*